



COLLEGE SAVINGS
PLANS NETWORK

A Network of the National Association of State Treasurers

2024 Virtual CSPN Prepaid Tuition Plan Mini Conference

April 10 – 11 | 1pm - 4pm (ET)



NATIONAL ASSOCIATION OF
STATE TREASURERS

Welcome from the CSPN Chair

Chair of the College Savings Plans Network



**Mary Morris,
CEO, Virginia529**

Let's get this party started!



Today's Lineup

Day 1 Agenda (April 10)	
1:00pm – 1:20pm	Welcome and Overview – Prepaid Co-Chairs: Karen Principe, Virginia529 and Luke Minor, WA529
1:20pm – 1:25pm	Break
1:25pm – 2:40pm	A Marriage of the Marketing Minds: Spotlight on Prepaid Marketing <i>Moderator:</i> Lael Oldmixon, Alaska 529 <i>Panelists:</i> Heather Barthelmes, Michigan Department of Treasury; Will Thompson, Florida Prepaid; Claire Whittington, Catalis
2:40pm – 2:50pm	Break
2:50pm – 4:00pm	Well-funded Plans: Where Do We Go From Here? <i>Moderator:</i> Andrea Feirstein, AKF Consulting Group <i>Panelists:</i> Luis Sierra, Marquette Associates; Matt Larrabee, Milliman; Luke Minor, WA529; Claire Whittington, Catalis
4:00pm – 5:00pm	BONUS Session: Networking

Tomorrow's Lineup

Day 2 Agenda (April 11)

1:00pm – 1:10pm	Welcome and Overview – Prepaid Co-Chairs: Karen Principe, Virginia529 and Luke Minor, WA529
1:10pm – 1:15pm	Break
1:15pm – 2:30pm	Let the Good Times Roll: Rolling out the new Roth IRA Rollover provisions <i>Moderator:</i> Mary Anne Busse, Great Disclosure <i>Panelists:</i> John Stevens, PA529 Carolyn Bishop, Virginia529 Linda Fernandez, Texas
2:30pm – 2:40pm	Break
2:40pm – 3:50pm	State of the States: Prepaid Style <i>Moderator:</i> Karen Principe, Virginia529 and Luke Minor, WA529 <i>Panelists:</i> Y'all (AL, AK, FL, KY, MA, MI, NV, PA, PC529, TX, VA, WA)
3:50pm – 4:00pm	Closeout and Recap

Prepaid plan status board

11 Open Plans

Alaska	Pennsylvania
Florida	Private College 529
Massachusetts	Texas
Michigan	Virginia
Mississippi	Washington
Nevada	

7 Closed Funded Plans

Alabama
Illinois
Kentucky
Maryland
Ohio
South Carolina
Texas

Resource: See 2023 Prepaid “one-pager”

Prepaid Plan Funded Status as of 2023

(unless otherwise indicated)



Purchase models

- **Contract**
 - Commit to purchasing a certain number of years at a fixed price
- **Certificate**
 - Purchase tuition certificates redeemable at specific institutions
- **Unit**
 - Buy fractional years of tuition (tuition units) at the rate in effect at the time of the purchase
- **Credit**
 - Pre-purchase actual college credits at the current credit rate
- **Hybrid**
 - May include one of the types above, combined with an investment portfolio



Pricing structures



- **Age-based pricing vs. single price**
 - Some states offer pricing aligned with a beneficiary's age or expected holding period
 - Some states offer a single price for all age cohorts
- **Institution type vs. single price**
 - Some states offer various tiers allowing families to buy, for example, a community college plan or a 4-year university plan
 - Some states offer a single price for all intended uses

Payment terms

- **Single lump sum purchase (available in most types)**
- **Pay-as-you go (more common in unit or credit plans)**
- **Fixed monthly installments over a selected term (more common in contract plans, but also offered in some unit plans)**



Payout/redemption models

- **Institution-based payouts with alternative payout for out-of-state and/or non-public institution attendance**
 - Alternative payout examples: weighted average tuition, alternative minimum payout (principal + interest), investment earnings if in a hybrid plan, etc.
- **Single payout no matter where benefits used**
- **Refunds or alternative payout mechanisms often used when benefits withdrawn for non-qualified purposes**

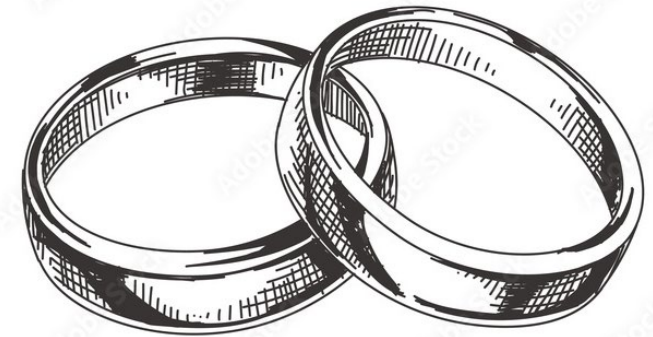


Now, let the festivities begin...

Session #1

A Marriage of the Marketing Minds: Spotlight on Prepaid Marketing

- Moderator:
 - Lael Oldmixon, Alaska 529
- Panelists:
 - Heather Barthelmes, Michigan Dept. of Treasury
 - Will Thompson, Florida Prepaid
 - Claire Whittington, Catalis



Michigan Marketing Initiatives

- Something new: <https://youtu.be/Wo9Ys-IZKp0?si=nHxr3AcyvTyblVle>
- Something borrowed: <https://youtu.be/pHPukdd4ppk?si=PE-ikcbiJAmLk42b>

Florida Marketing Initiatives

- [Highlighting Goal and Plan Use with Humor](#)
- [Highlighting Need for 529 Savings with Humor](#)
- [Background about Organization with Humor](#)
- [Highlighting Plan Flexibility with Humor](#)




CSPN Prepaid MiniCon April 10, 2024

[PROPRIETARY AND CONFIDENTIAL]

■ Align529 - Customer Online Portal

- Single Sign On
- Supports Multiple 529 Plans
- Integrated Enrollment Flow




MPACT Forms | MACS Forms

HomeYour Account ▾eGift ▾Financials ▾Prepaid Cards ▾Documents ▾Prepaid Benefits ▾Profile ▾Log Out

Submitted Applications

No Submitted Applications

Incomplete Applications

Mr. ELIJAH T ABEL 

ACCOUNT OWNER

WALKER R. ABEL Sr.
8019 LAKE CV
OXFORD, MS 38655-5997 USA

Primary Telephone:
(662) 816-5169

Email:
oatest2@testfpp.com

Mailing Address
8019 LAKE CV
OXFORD, MS 38655-5997 USA

Update

News & Announcements.

→ **NEW MACS529 Prepaid Debit Card**
You can now pay for your qualified educational expenses anywhere Mastercard® is accepted with the new MACS529 Mastercard Prepaid Card. Click here for more information.

→ **MPACT Newborn Enrollment Period**
The 2022-2023 general enrollment period for MPACT is now closed. 2023-2024 enrollment begins on September 1st, 2023. If you would like to enroll a newborn please call 1-800-987-4450, option 3, for assistance.

Savings Accounts

Beneficiary	Account Type	Account Number	Current Value
ELIJAH T. ABEL	Individual Account	258963258	\$ 79,396.23
SARAH M. ABEL	Individual Account	523698577	\$ 10,256.36
Total Account Value			\$ 89,652.59


Make a Contribution

Prepaid Accounts

Beneficiary	Account Number	Plan Type	Plan Status
Elijah T. Abel	2115326589	Senior College Plan 4 Yrs	Using Benefits

Contact Us | MPACT Disclosures | MACS Disclosure Booklet | Privacy & Security | Website Agreement

■ Single Sign On Customer Portal



MPACT Forms | MACS Forms

[Home](#) [Your Account](#) [eGift](#) [Financials](#) [Prepaid Cards](#) [Documents](#) [Prepaid Benefits](#) [Profile](#) [Log Out](#)

Add a Plan

Age Grade Select

Relationship Confirmation

EnrollmentType

Contingent Account Owner

Optional Information

PICK A PROGRAM PLAN TYPE

Tell us how you want to save.

☐ **Mississippi Affordable College Savings Program (MACS)**

Investment-based college savings plan with 10 different investment options.

☒ **Mississippi Prepaid Affordable College Tuition Plan (MPACT)**

With a Mississippi Prepaid Affordable College Tuition Plan (MPACT), families can lock in tuition rates and prepay their child's tuition and fees.

Back

Next

[Contact Us](#) | [MPACT Disclosures](#) | [MACS Disclosure Booklet](#) | [Privacy & Security](#) | [Website Agreement](#)

The College Savings Plans of Mississippi (the Program) is comprised of the Mississippi Affordable College Savings Program (MACS) and the Mississippi Prepaid Affordable College Tuition Plan (MPACT). The College Savings Plans of Mississippi are administered by the Office of the State Treasurer of Mississippi (State). Catalis Regulatory and Compliance, LLC (Catalis) is the Administrator. Please call toll-free 1-800-987-4450 and read the MACS Disclosure Booklet and Participation Agreement and MPACT's Disclosure and Privacy Statement, Master Contract, and Program Description, Rules, Regulations and Procedures carefully for this and other important information before opening an account. Investments in MACS are neither insured nor guaranteed and there is the risk you could lose money investing in MACS. Non-qualified withdrawals are taxable and earnings may be subject to an additional 10% federal tax. Neither the Program nor, the State, Catalis, or any of their respective affiliates and subcontractors provide legal or tax advice. The Program's websites are for informational purposes only. An offer or solicitation of interests in MACS can be made only through the MACS Disclosure Booklet and Participation Agreement. The Mississippi College and Career Savings, MACS, and MPACT logos and the Catalis logo are service marks of the State and Catalis Regulatory and Compliance, LLC, respectively.

■ Re-Engagement Communication Suite



We see you started to enroll in the Mississippi Prepaid College Tuition Plan. Do you need help finishing up?

One of our team members would be happy to walk you through the enrollment process. Please reach out to us Monday through Friday, 9:00 am - 6:00 pm (ET), at 1-800-987-4450. You can also [log in](#) anytime to finish your enrollment where you left off.

Sincerely,
Mississippi College and Career Savings


The information transmitted is intended only for the person or entity to which it is addressed and may contain confidential, proprietary, and/or privileged material. Any review, retransmission, dissemination, or other use of, or taking any action in reliance upon, this information by persons or entities other than the intended recipient is prohibited. If you received this in error, please contact us and delete the material from all computers.

This is an automated message. Please do not reply. Please call Customer Service at 1-800-987-4450 with any questions.

- Don't lose touch with key customers
- Automated emails at custom cadences with custom messaging
- Example Cohorts:
 - Incomplete enrollments
 - Dormant Accounts
 - Unfunded Accounts

■ Align 529 - Customer Online Portal

- Integrated News and Announcements
- Scheduled messaging that compliment marketing efforts
- Link promotional collateral or URL




COLLEGE SAVINGS MISSISSIPPI

MPACT Forms | MACS Forms

[Home](#) [Your Account](#) [eGift](#) [Financials](#) [Prepaid Cards](#) [Documents](#) [Prepaid Benefits](#) [Profile](#) [Log Out](#)

Submitted Applications
No Submitted Applications

Incomplete Applications
Mr. ELIJAH T ABEL 

ACCOUNT OWNER
WALKER R. ABEL Sr.
8019 LAKE CV
OXFORD, MS 38655-5997 USA
Primary Telephone:
(662) 816-5169
Email:
oatest2@testfpp.com
Mailing Address
8019 LAKE CV
OXFORD, MS 38655-5997 USA
[Update](#)

News & Announcements.
→ **NEW MACS529 Prepaid Debit Card**
You can now pay for your qualified educational expenses anywhere Mastercard® is accepted with the new MACS529 Mastercard Prepaid Card. Click here for more information.
→ **MPACT Newborn Enrollment Period**
The 2022-2023 general enrollment period for MPACT is now closed. 2023-2024 enrollment begins on September 1st, 2023. If you would like to enroll a newborn please call 1-800-987-4450, option 3, for assistance.

Savings Accounts

Beneficiary	Account Type	Account Number	Current Value
ELIJAH T. ABEL	Individual Account	258963258	\$ 79,396.23
SARAH M. ABEL	Individual Account	523698577	\$ 10,256.36
Total Account Value			\$ 89,652.59

[Make a Contribution](#)

Prepaid Accounts

Beneficiary	Account Number	Plan Type	Plan Status
Elijah T. Abel	2115326589	Senior College Plan 4 Yrs	Using Benefits

Contact Us | MPACT Disclosures | MACS Disclosure Booklet | Privacy & Security | Website Agreement

Questions?

- Contact for Moderator:
 - Lael Oldmixon, Alaska 529 – lmoldmixon@alaska.edu
- Contact for Panelists:
 - Heather Barthelmes, Michigan Dept. of Treasury – BarthelmesH@michigan.gov
 - Will Thompson, Florida Prepaid – William.Thompson@MyFloridaPrepaid.com
 - Claire Whittington, Catalis – CWhittington@catalisgov.com

Next up – to infinity and beyond...

Session #2:

Well-funded Plans: Where Do We Go From Here?

- Moderator:
 - Andrea Feirstein, AKF Consulting Group
- Panelists:
 - Luis Sierra, CFA, Marquette Associates
 - Matt Larrabee, FSA, EA, MAAA, Milliman
 - Lucas Minor, WA529
 - Claire Whittington, Catalis



Well-funded Plans: Where Do We Go From Here?

Andrea Feirstein, AKF Consulting Group
Luis Sierra, CFA, Marquette Associates
Matt Larrabee, FSA, EA, MAAA, Milliman
Lucas Minor, WA529
Claire Whittington, Catalis

Our Discussion Today

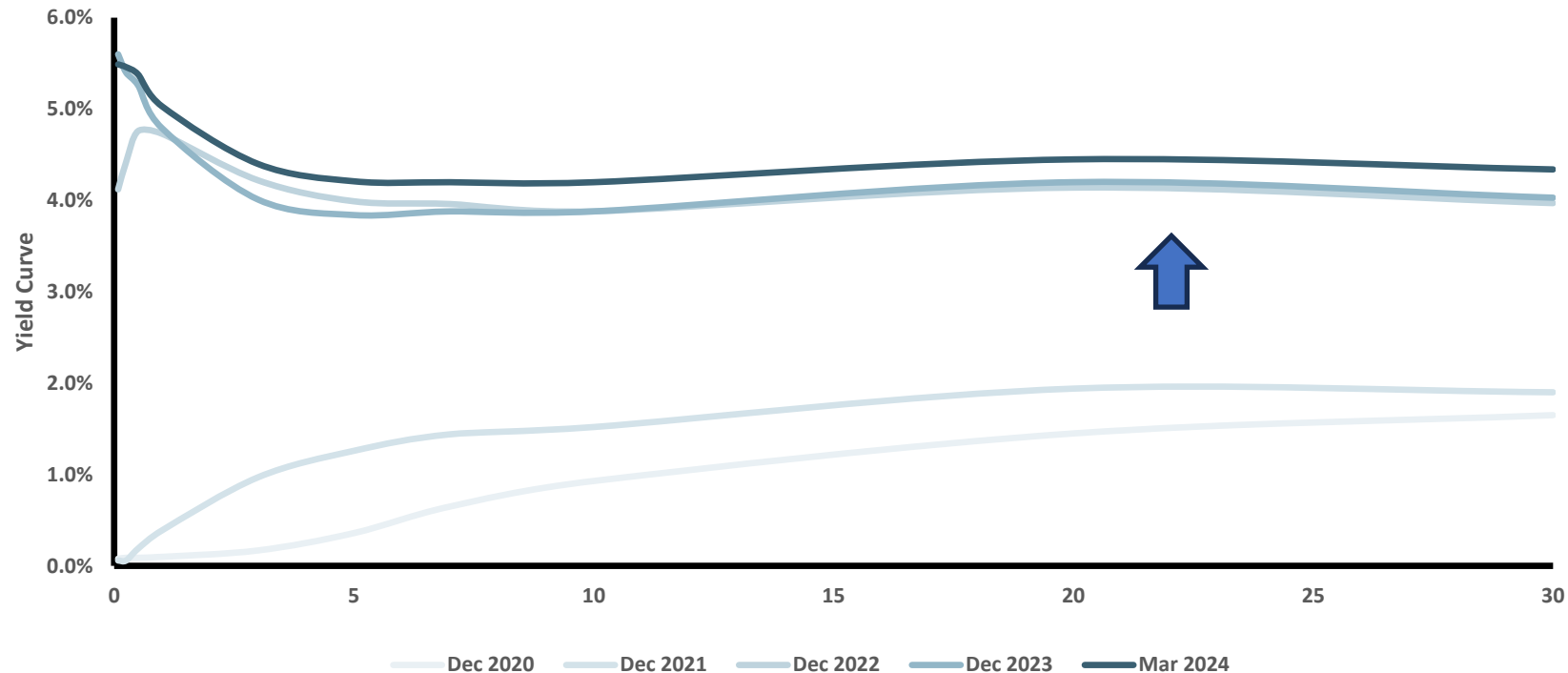
- 1. How Did We Get Here?**
- 2. What Does a Surplus Measure?**
- 3. How Does Overfunding Impact Our Programs?**
- 4. What Processes Guide Decision-making?**



Section 1 – Market Review

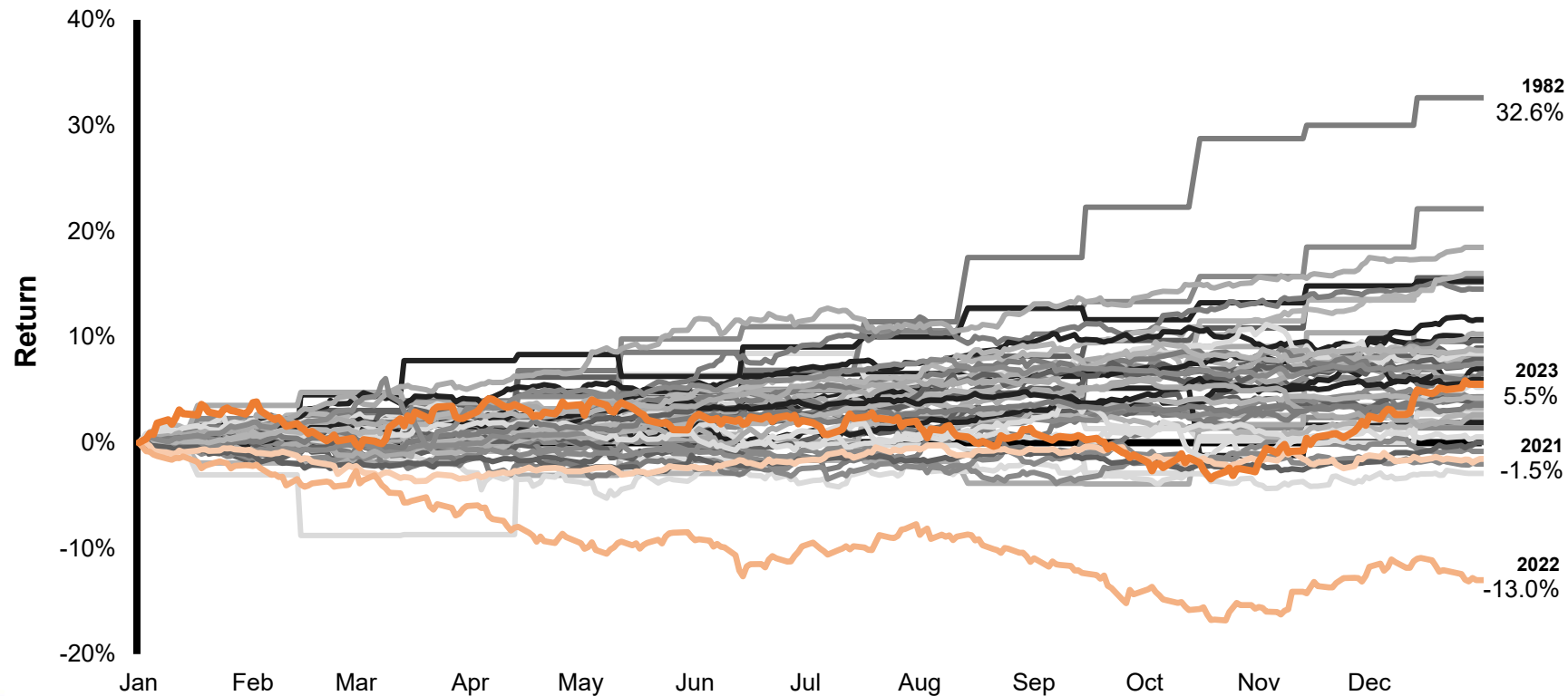
Oh, how far we've come

A sharp yield curve change reflects the challenges for fixed income allocations in recent years and has required asset allocation reviews



U.S. Aggregate Index CY returns

The U.S. Aggregate was on pace for a third consecutive year of negative returns before a furious rate rally in Q4 reversed this trend



U.S. returns powerful through the last years

Recent 10-year rolling return periods have been strong compared to the long-term average



Asset Class Outlook

		CHANGE	HEADWINDS		NEUTRAL	TAILWINDS		TAKEAWAYS
Fixed Income	Core bonds		□	□	□	■	□	<p>➤ Fixed Income: Bonds proved to be back in 2023, though yields exhibited remarkable volatility over the year. 2024 has started with slightly lower yields than last year. However, the all-in yield on the Bloomberg Aggregate Index remains attractive (currently above 4.5%). Spreads remain tight, with most trading well inside of averages.</p> <p>➤ U.S.: Small-cap and value-oriented equities have been out of favor relative to their large-cap and growth-oriented peers, and these spaces currently exhibit attractive valuations. Additionally, value stocks have historically done well amid soft landings and falling inflation, while small-caps tend to outperform coming out of recessionary environments.</p> <p>➤ Non-U.S.: EM countries (outside of China, which still presents risks) stand to benefit from dynamics such as supply chain de-risking, demographic trends, and interest rate cycle positioning. Inflation is starting to cool in developed markets, though companies may come under pressure should rate cuts occur more slowly than expected.</p> <p>➤ Real Assets: Elevated interest rates, lower transaction volume, and slowing rent growth are weighing on real estate appraisals. Though financing is a transient headwind for infrastructure, decarbonization and legislative incentives should support demand on a longer-term basis.</p> <p>➤ Hedge Funds: Favorable short rebates and market dispersion should serve as tailwinds for equity long/short strategies, while higher borrowing costs will unevenly impact capital structures, creating opportunities for flexible credit managers.</p> <p>➤ Private Equity: Valuations decreased in 2023 and transaction volume has moderated. Dry powder should benefit the exit environment for small buyout and lower-middle market. Repricing for VC-backed businesses has dampened returns for five quarters but has also created attractive buying opportunities for those with dry powder to deploy.</p> <p>➤ Private Credit: Increased private markets deal flow and lower issuance from traditional lenders presents opportunities. Elevated rates and structural protections reduce concerns for higher defaults. High debt servicing costs and potential economic weakness highlights an improved distressed and opportunistic opportunity set.</p>
	Bank loans		□	□	■	□	□	
	High yield		□	□	■	□	□	
	EMD		□	□	■	□	□	
U.S. Equities	Large-cap		□	□	■	□	□	
	Mid-cap		□	□	■	□	□	
	Small-cap	▲	□	□	□	■	□	
	Value	▲	□	□	□	■	□	
	Growth		□	□	■	□	□	
Non-U.S. Equities	Developed large-cap	▲	□	□	■	□	□	
	Developed small-cap	▲	□	□	■	□	□	
	Emerging markets		□	□	■	□	□	
Real Assets	Core real estate		□	■	□	□	□	
	Value-add real estate		□	□	□	■	□	
	Infrastructure		□	□	■	□	□	
Hedge Funds	Equity long/short		□	□	□	■	□	
	Credit		□	□	□	■	□	
	VRP		□	□	□	■	□	
Private Equity	Buyout		□	□	□	■	□	
	Venture Capital		□	□	■	□	□	
Private Credit	Direct lending		□	□	□	□	■	
	Distressed/opportunistic		□	□	■	□	□	

For illustration only, as of December 31, 2023. These views apply to a 6- to 12-month horizon; arrows in Change column represent change in view since last quarter. This summary of individual asset class views shows relative direction and strength of conviction but is independent of portfolio construction considerations. These views should not be construed as a recommended portfolio or investment advice. Past performance does not imply future returns.

PREPARED BY MARQUETTE ASSOCIATES

180 North LaSalle St, Ste 3500, Chicago, Illinois 60601 PHONE 312-527-5500

CHICAGO BALTIMORE MILWAUKEE PHILADELPHIA ST. LOUIS WEB MarquetteAssociates.com

CONFIDENTIALITY NOTICE: This communication, including attachments, is for the exclusive use of the addressee and contains proprietary, confidential and/or privileged information; any use, copying, disclosure, dissemination or distribution is strictly prohibited. Marquette Associates, Inc. retains all proprietary rights they may have in the information.

Marquette Associates, Inc. ("Marquette") has prepared this document for the exclusive use by the client or third party for which it was prepared. The information herein was obtained from various sources, including but not limited to third party investment managers, the client's custodian(s) accounting statements, commercially available databases, and other economic and financial market data sources.

The sources of information used in this document are believed to be reliable. Marquette has not independently verified all of the information in this document and its accuracy cannot be guaranteed. Marquette accepts no liability for any direct or consequential losses arising from its use. The information provided herein is as of the date appearing in this material only and is subject to change without prior notice. Thus, all such information is subject to independent verification, and we urge clients to compare the information set forth in this statement with the statements you receive directly from the custodian in order to ensure accuracy of all account information. Past performance does not guarantee future results and investing involves risk of loss. No graph, chart, or formula can, in and of itself, be used to determine which securities or investments to buy or sell.

Forward-looking statements, including without limitation any statement or prediction about a future event contained in this presentation, are based on a variety of estimates and assumptions by Marquette, including, but not limited to, estimates of future operating results, the value of assets and market conditions. These estimates and assumptions, including the risk assessments and projections referenced, are inherently uncertain and are subject to numerous business, industry, market, regulatory, geopolitical, competitive, and financial risks that are outside of Marquette's control. There can be no assurance that the assumptions made in connection with any forward-looking statement will prove accurate, and actual results may differ materially. Indices have been selected for comparison purposes only. Client account holdings may differ significantly from the securities in the indices and the volatility of the index may be materially different from client account performance. You cannot invest directly in an index.

The inclusion of any forward-looking statement herein should not be regarded as an indication that Marquette considers forward-looking statements to be a reliable prediction of future events. The views contained herein are those of Marquette and should not be taken as financial advice or a recommendation to buy or sell any security. Any forecasts, figures, opinions, or investment techniques and strategies described are intended for informational purposes only. They are based on certain assumptions and current market conditions, and although accurate at the time of writing, are subject to change without prior notice. Opinions, estimates, projections, and comments on financial market trends constitute our judgment and are subject to change without notice. Marquette expressly disclaims all liability in respect to actions taken based on any or all of the information included or referenced in this document. The information is being provided based on the understanding that each recipient has sufficient knowledge and experience to evaluate the merits and risks of investing.

This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any interest in any investment vehicle, and should not be relied on as such. Targets, ranges and expectations set forth in this presentation are approximations; actual results may differ. The information and opinions expressed herein are as of the date appearing in this material only, are subject to change without prior notice, and do not contain material information regarding the Marquette Model Portfolio, including specific information relating to portfolio investments and related important risk disclosures. The descriptions herein of Marquette's investment objectives or criteria, the characteristics of its investments, investment process, or investment strategies and styles may not be fully indicative of any present or future investments, are not intended to reflect performance and may be changed in the discretion of Marquette. While the data contained herein has been prepared from information that Marquette believes to be reliable, Marquette does not warrant the accuracy or completeness of such information. Client account holdings may differ significantly from the securities in the indices and the volatility of the index may be materially different from client account performance. You cannot invest directly in an index.

ABOUT MARQUETTE ASSOCIATES

Marquette was founded in 1986 with the sole objective of providing investment consulting at the highest caliber of service. Our expertise is grounded in our commitment to client service — our team aims to be a trusted partner and as fiduciaries, our clients' interests and objectives are at the center of everything we do. Our approach brings together the real-world experience of our people and our dedication to creativity and critical thinking in order to empower our clients to meet their goals. Marquette is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Marquette including our investment strategies, fees and objectives can be found in our ADV Part 2, which is available upon request and on our website. For more information, please visit www.MarquetteAssociates.com.



Section 2 – Actuarial Considerations

What is Actuarial Surplus?

- **Projected resources > projected obligations**
 - A single-point-in-time calculation
- **Resources**
 - Assets already accumulated
 - Future premium payments for contracts already in force
- **Obligations**
 - Tuition and fee payments
 - Cancellation refunds
 - Operating expenses

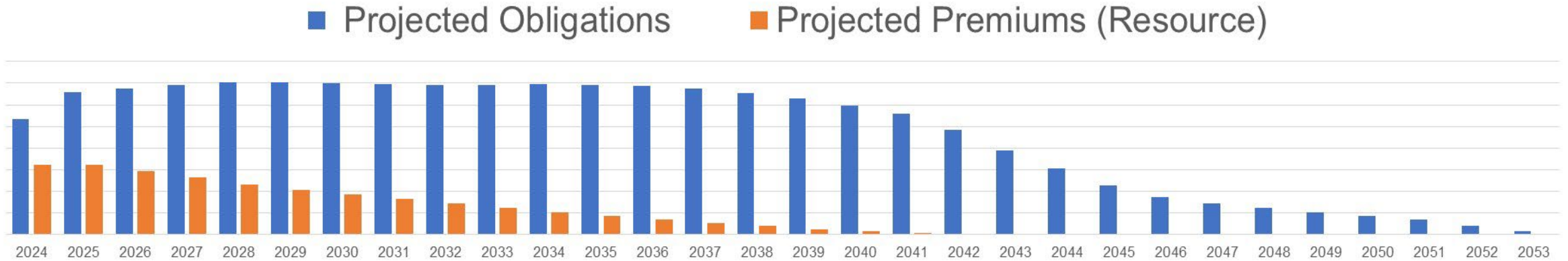
All obligation and some resource assessments are present value calculations

Surplus Thresholds Will Differ

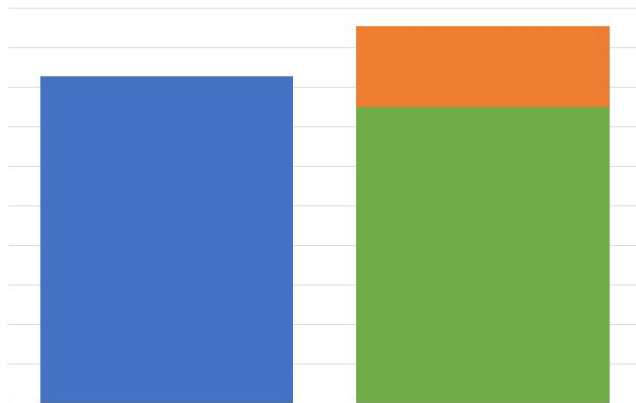
Discount rate:

- **Significantly affects the “obligations” present value calculation**
- **Modestly affects the “resources” present value calculation**

Surplus Thresholds Will Differ



6% Discount Rate
(Surplus = 15% of Obligations)



4% Discount Rate
(Obligations = Resources; Zero Surplus)



- Premiums
- Accumulated Assets
- Obligations

Before Spending Surplus

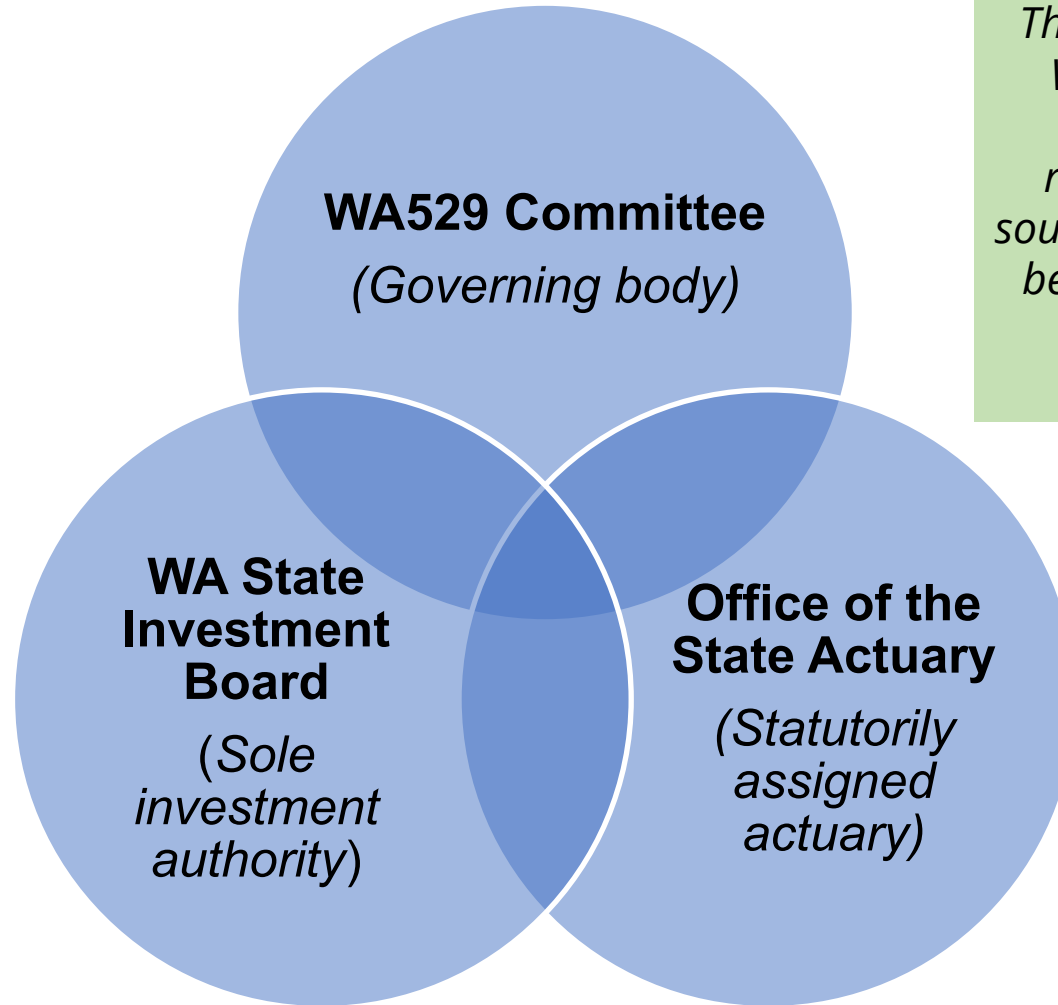
- **Assessment idea #1**
 - Calculate a “probability of success” using Monte Carlo simulations
 - Uses large number of potential scenarios for key input variables
- **Assessment idea #2**
 - Calculate surplus using “bad case” and “even worse case” scenarios
- **Assessment idea #3**
 - Calculate results NAIC-style insurance/reserving valuation
 - Risk-based capital assessment

Change asset allocation -> lower discount rate -> lower calculated surplus



Section 3 – Surplus Benefits for Programs

GET Program Governance

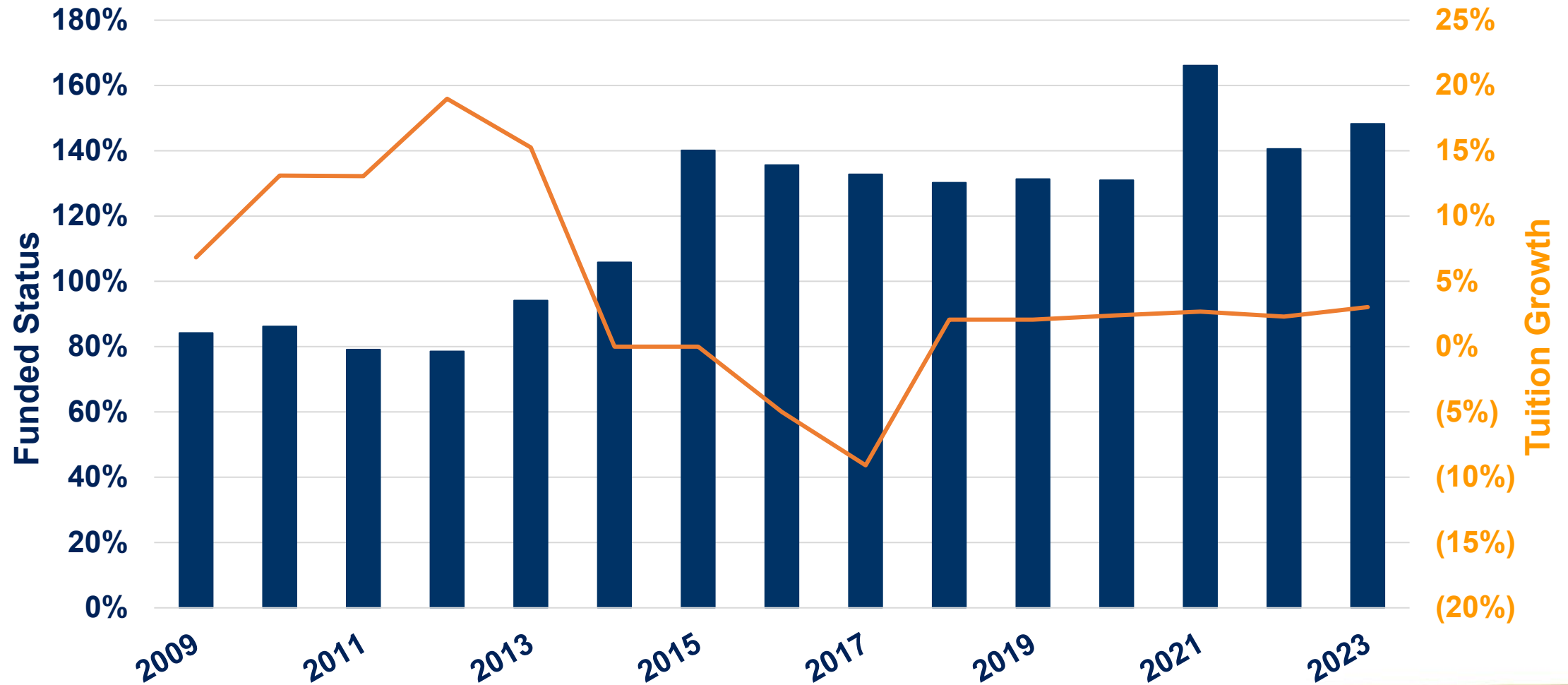


The governing body shall administer the Washington advanced college tuition payment program in a manner reasonably designed to be actuarially sound, such that the assets of the trust will be sufficient to defray the obligations of the trust including the costs of administration.

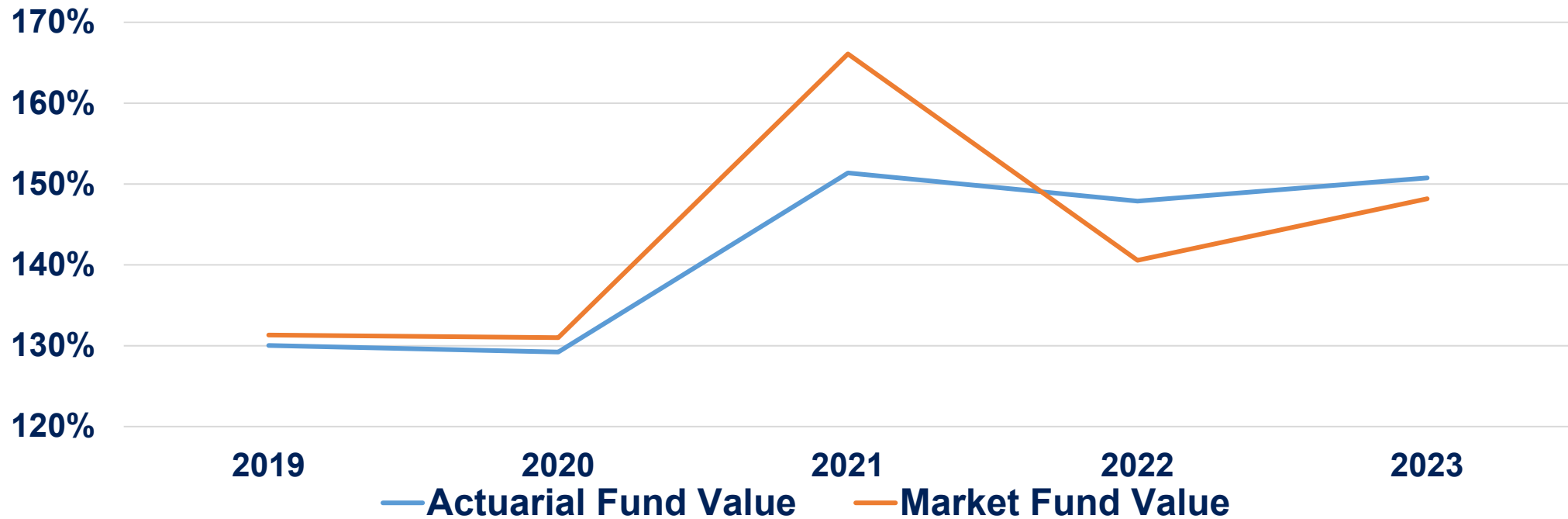
All investments made by the investment board shall be made with the exercise of that degree of judgment and care pursuant to RCW [43.33A.140](#) and the investment policy established by the state investment board.

The governing body shall annually evaluate, and cause to be evaluated by the state actuary, the soundness of the advanced college tuition payment program account and determine the additional assets needed, if any, to defray the obligations of the account.

GET Funded Status and WA Tuition Growth



GET Funded Status by Asset Value



Source: WA Office of the State Actuary (2023)

- Funded Status at June 30, 2023, is 151% using the actuarial (or smoothed) value of assets and 148% using the market value
- An 8-year asset smoothing method was used to determine the actuarial value of assets

Risk Analysis for GET Unit Pricing

- The Program's ongoing success depends on **maintaining a delicate balance between risk and affordability**
 - “Risk” that the state will need to contribute to the program
 - “Affordability” of future GET units to be purchased by customers
- The Committee **manages risk when selling units through the reserve component** in the unit price
 - The larger the reserve, the lower the risk to the state; but
 - The higher the reserve, the less affordable the unit price and vice versa
- As with any financial security program, **risks can change over time and some risks may not materialize**
 - When applicable, the Price Cap can lower the reserve component of the unit price and rely on current program reserves to manage risk



Section 4 – Governance Process Considerations

What Is Your Game Plan?

- **Sources of Fiduciary Duty:**
 - State laws, rules and regulations
 - Common law through Restatement of Trusts
 - Federal laws for best practices
 - Plan documents
- **Guidance on Governance:**
 - Structure, manner and process by which a Board makes decisions
 - Begins with understanding fiduciary duty
- **Processes Based Upon:**
 - Investment policy statements and monitoring criteria
 - Established performance benchmarks, including cadence of review (e.g., monthly, quarterly and annual)

Decision-making Best Practices

- **Act in good faith and the best interest of Plan participants**
- **Abide by applicable laws, regulations and policies**
- **Establish and document prudent processes**
- **Review processes regularly to ensure consistency**
- ***A good process is more important than a good outcome!***

Contact Information

Andrea Feirstein
AKF Consulting Group
(646) 218-9864
Andrea@akfconsulting.com

Luis Sierra, CFA
Marquette Associates
(410) 825-0444
lsierra@marquetteassociates.com

Luke Minor
WA529
(360) 389-8119
LucasM@wsac.wa.gov

Matt Larrabee, FSA, EA, MAAA
Milliman
(503) 796-2665
Matt.Larrabee@milliman.com

Claire Whittington
Catalis
(904) 728-8062
CWhittington@catalisgov.com

To close out our time today, let's talk amongst ourselves



Stick around from 4-5pm to network with your colleagues!